RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

March 20, 1998

RJR Account #533288
Mr. B. Corrigan
JONES McINTOSH, INC.

SALEM TEAR TAPE PROMOTION #800438: MAY (#805)

Dear Bill:

SALEM .30¢ Tear Tape product has been ordered in reference to the above promotion. Ship number of cartons per brand style to your participating retail accounts as identified on the attached Customer List. No Displays are required, as retailers will utilize Displays they received with the April Salem Tear Tape distribution. This product is being shipped to you @ $3.00/carton off-invoice.

RJR will reimburse you $4.75 per **6M** promoted case shipped to retail on a timely basis. This equates to **$61.75 (13 (6M) case(s) @ $4.75)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

PARTNERS 'BONUS' REPORTING DESCRIPTION	'SAL 98 .30/1 PK'

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: S. Schwalm
Enc. Retail Customer List

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

SAL-MAY.DOC

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MAY DELIVERY
SALEM TEAR TAPE
JONES McINTOSH, INC.

UPC Code	SALEM BRAND STYLE	#/ (6M) Cases @ .30¢ Off
12300-24194	*Full Flavor*	3
12300-24195	*Full Flavor 100*	3
12300-24196	*Light*	4
12300-24197	*Light 100*	3

UTILIZE ANY RESIDUAL BRAND STYLE QUANTITIES FROM APRIL PRODUCT DISTRIBUTION TO MEET MAY DISTRIBUTION AS NEEDED

Product / Premium Arrival: **April 27, 1998**

Ship Date to Retail: **Week of: May 11, 1998**

EFT $ Amount: **$4,032.21**

May Drive Period 805 / Promotion #800438

PROMOTION DESCRIPTION:

SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAILER AS INDICATED ON THE ATTACHED CUSTOMER LIST.

RETAILER WILL PLACE IN SALEM 40-PACK DISPLAY WHICH WAS SHIPPED WITH APRIL PRODUCT DISTRIBUTION

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WHOLESALER : 533288 JONES MCINTOSH TOBACCO CO. <DIRECT>
TEMPLATE : 800438 80500 SAL 98 .30/1 NO
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	M85 QTY	M100 QTY	LT M85 QTY	LT M100 QTY	TOTAL QTY	CHAIN-ID	SUPPLIER
162202	162232	075877	NORTHSIDE FOOD & BE	233 NORTH ST	AUBURN	NY	13021	1	1	1		3		
162202	162232	269019	GEORGES GROCERY	1292 WATERLOO GEN	WATERLOO	NY	13165	1			1	2		7434
162202	162232	284661	NOBLES CONV MART	7802 MAPLE RD	BALDWINSVIL	NY	13027	1	1	3	1	6		0976
162202	162237	328323	SUNSHINE MINI	500 OLD LIVERPOOL	LIVERPOOL	NY	13088	2	2	2	2	8		
162202	162238	337722	VILLAGE STOP SHOP	102 S MAIN ST	CENTRAL SQU	NY	13036	1	1	1	1	4		
162202	162238	350263	STRUPPLERS BIG M 72	909 W FIRST ST	FULTON	NY	13069		1	3	3	7		
162202	162232	432036	104 STORE	13824 STATE ROUTE	RED CREEK	NY	13143			1	1	2		
162202	162238	435553	GREAT NO MOBIL SERV	4031 STATE ROUTE	LIVERPOOL	NY	13090	2	2	2	2	8		
162202	162230	464894	SUNSHINE MINIMART #	3000 BELGIUM RD	BALDWINSVIL	NY	13027	1	1	1	1	4		
162202	162230	491331	JOHN GLENN SERVICE	7435 OSWEGO RD	LIVERPOOL	NY	13090	1		1	1	3		
162202	162237	587630	MS GILL AUTO REPAIR	3511 BREWERTON RD	NORTH SYRAC	NY	13212	1	1	3	2	7	0362-0102	
162202	162232	632847	HESS #32275	193 GRANT AVE	AUBURN	NY	13021	1	1	1	1	4	0353-0100	
162202	162230	647727	A-PLUS MINI MARKET	7653 MORGAN RD.	LIVERPOOL	NY	13090	3		2	1	6	0362-0102	
162202	162237	655485	MS GILL A-PLUS	5136 TAFT & BUCKL	LIVERPOOL	NY	13088	1	1	1	1	4	0362-0102	
162202	162230	718856	BALDWINSILLVE A-PLU	35 E GENESEE ST	BALDWINSVIL	NY	13027	1	2	4	5	12	0362-0102	
162202	162237	762308	GALEVILLE GROCERY	412 OLD LIVERPOOL	LIVERPOOL	NY	13088	1	1	1	1	4		
162202	162232	762400	TRICOUNTY APLUS	2632 DOWNER ST	BALDWINSVIL	NY	13027	2	2	5	2	11	0362-0102	
162202	162232	785031	WEST SIDE GAS-N-GO	304 W GENESSE ST	AUBURN	NY	13021	1	1	1	1	4		
162202	162238	796285	SUNOCO	5824 E TAFT RD	NORTH SYRAC	NY	13212	1	1	1	1	4	0362-0102	C405
162205	162230	042749	DIMARIA'S NEWS	325 GIFFORD ST	SYRACUSE	NY	13204	2	2	2	2	8		
162205	162230	171329	LAFAYETTE IGA #810	2512 ROUTE 11 BX	LA FAYETTE	NY	13084	1		1	1	3		
162205	162230	171656	DURSTONS	515 W GENESEE ST	SYRACUSE	NY	13204	2	2	1	1	6		
162205	162237	172810	IKES SUPERETTE	210 PARK ST	SYRACUSE	NY	13203	1	1	1	1	4		
162205	162230	173012	ROCKYS NEWS	447 N SALINA ST	SYRACUSE	NY	13202	1	1	1	1	4		
162205	162230	173166	BRILBECKS MARKET	620 ULSTER ST	SYRACUSE	NY	13204	1	2	1		4		
162205	162230	305318	COSTA'S MARKET	75 WEST STREET	HOMER	NY	13077	2	1	2	1	6		
162205	162230	375584	OLYMPIC NEWS	109 S WARREN ST	SYRACUSE	NY	13202	1	1	1	1	4		
162205	162230	391370	NEIGHBORHOOD FOODS	139 N GEDDES ST	SYRACUSE	NY	13204	2	3	2	3	10		
162205	162230	431998	POOLERS GROC & DELI	301 S LOWELL AVE	SYRACUSE	NY	13204	1	1	1	1	4		
162205		478200	SABASTINO'S PIZZA	447 WESTCOTT ST	SYRACUSE	NY	13210	1	1	1	1	4		
162205	162237	500127	THE DEPOT	6497 E SENECA TPK	JAMESVILLE	NY	13078	2	1	3	1	7		
162205	162231	569765	C &Y CONVENIENT	53 RIDGE RD	LANSING	NY	14882	1		2	1	4		
162205	162237	621049	LUCKY 7	3100 COURT ST	SYRACUSE	NY	13206	5	5	5	5	20		
162205	162230	632833	WEEKS ATLANTIC	20 GENESEE ST	CAMILLUS	NY	13031	1	1	1	1	4		
162205	162237	649134	A-PLUS #4389	2500 ERIE BLVD.	SYRACUSE	NY	13224	1	1	1	1	4	0362-0102	042416
162205	162230	656818	EXPRESSWAY MKT	3226 S. SALINA ST	SYRACUSE	NY	13205	4	3	2	2	11		
162205	162237	660937	ROSE'S CORNER MKT	539 COURT ST	SYRACUSE	NY	13208	1	1	1	1	4		
162205	162230	689192	OLYMPIC NEWS 2	441 S SALINA ST	SYRACUSE	NY	13202			1	2	3		
162205	162237	696028	MAJOR GASLAND INC.	1825 TEALL AVE	SYRACUSE	NY	13206			1	1	2	0362-0102	
162205	162237	696125	STAFFORD CONVENIENC	372 STAFFORD AVE	SYRACUSE	NY	13206	2	2	2	2	8		
162205	162237	703571	KLEEN FOOD 2	500 CATHERINE ST	SYRACUSE	NY	13203	2	2	2	2	8		
162205	162237	706005	FAMILY FOOD MARKET	814 BUTTERNUT ST	SYRACUSE	NY	13208	1	1			2		

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SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	M85 QTY	M100 QTY	LT M85 QTY	LT M100 QTY	TOTAL QTY	CHAIN-ID	SUPPLIER
162205	162230	721872	NELSON'S NEWS	1 MONY PLZ	SYRACUSE	NY	13202	1	1	1	1	4		
162205	162233	722156	DEB'S DISCOUNT	47 GENESEE ST	GREENE	NY	13778		2		1	3		
162205		722158	M&M GROCERY	140 OAKWOOD AVE	SYRACUSE	NY	13202	1	1	1	1	4		
162205	162237	731954	GOLDEN MKT 2, INC.	1701 COURT ST	SYRACUSE	NY	13208	2	2	5	2	11		
162205	162237	732125	CFM #87001	356 N MIDLER AVE	SYRACUSE	NY	13206			1		1		
162205	162237	739321	GOLDEN MARKET	1008 BUTTERNUT ST	SYRACUSE	NY	13208	3	3	3	3	12		
162205	162237	744911	PAVIAS MARKET	854 N SALINA ST	SYRACUSE	NY	13208	1	1	1	1	4		
162205	162237	753152	K-1 CONVENIENT	2204 BURNET AVE	SYRACUSE	NY	13206	1			1	2		
162205	162237	762093	CHASES SMOKE SHOP	2829 JAMES ST	SYRACUSE	NY	13206	1	2	1		4		
162205		762499	LUDY'S GROCERY	106 OAK ST	SYRACUSE	NY	13203	1	1	1	1	4		
162205		762633	MIDDLE EAST GROCERY	1919 SO STATE	SYRACUSE	NY	13205	2	1	1	1	5		
162205		779482	ABE'S SHOP RITE	100 GEDDES ST	SYRACUSE	NY	13204	1	1	1	1	4		
162205	162237	790587	C+C MINI MART	1431 NO SALINA ST	SYRACUSE	NY	13208	1	1	1	1	4		
162206	162233	171389	SKIPS MARKET	116 N MAIN ST	SHERBURNE	NY	13460	1	3	2		6		8016
162206	162237	171685	TEMPLE DAIRY	312 FAYETTE ST	MANLIUS	NY	13104	1	1	1	1	4		
162206	162235	400859	TOMA'S MOHAWK MINI	1160 MOHAWK ST	UTICA	NY	13501	3	3	3	3	12		
162206	162236	519349	FYLER RD CONVENIENC	991A FYLER RD	KIRKVILLE	NY	13082		1		1	2		
162206	162235	599498	JAMES ST MARKET	401 JAMES ST	UTICA	NY	13501	2	1	2	1	6		
162206	162236	660680	J&K BEVERAGE	1 LENOX AVE	ONEIDA	NY	13421			2		2		8221
162206	162237	662855	A-PLUS #4212	3492 ERIE BLVD E	DEWITT	NY	13214	1	1	2	1	5	0362-0102	
162206	162234	712280	COOPERSTOWN NEWS	69 MAIN ST	COOPERSTOWN	NY	13326	1		1	2	4		
162206	162235	725856	NARAYAN CONV., INC.	1148 FLOYD AVE	ROME	NY	13440	2	2	2	2	8		
162206	162236	739433	CENTRAL DISTRIBUTIN	201 SCONONDOA ST	ONEIDA	NY	13421			1	1	2		
162206	162235	760345	RJ'S MARKET	600 MOHAWK ST	UTICA	NY	13501	2	2	2	2	8		
162206	162236	762348	MILLERS MOBIL	125 E MANLIUS ST	EAST SYRACU	NY	13057	1	2	2	1	6		
162206	162236	777258	A-PLUS MINI #4414	131 S JAMES ST	ROME	NY	13440	1	1	1	1	4	0362-0102	7110
162605	162624	268994	NORTHSIDE GROCERY	1202 N MAIN ST	NEWARK	NY	14513	1	1	1	1	4		5448
162605	162624	418771	VALVANO'S CNTRL NEW	185 S MAIN ST	CANANDAIGUA	NY	14424	1		1		2		3102
162605	162231	579857	NEWFIELD SUNNY'S	1253 W DANBY RD	NEWFIELD	NY	14867	1		1	1	3		
162605	162624	654787	VICTOR CONVENIENCE	6373 VICTOR MANCH	VICTOR	NY	14564	2	1	5	2	10		
162605	162624	657233	VALVANO'S CLIFTON N	22 W MAIN STREET	CLIFTON SPR	NY	14432	2	2	2	2	8		8055
162605	162620	677756	SCHAEFER'S MARKET	7764 RIDGE RD	SODUS	NY	14551		3			3		
162605	162624	750230	VALVANOS PALMYRA NE	212 E MAIN ST	PALMYRA	NY	14522	1	1	1	1	4		

PAGE BREAK TOTAL ACCOUNTS	75	TOTAL QUANTITY	95	92	118	97	402
TEMPLATE TOTAL ACCOUNTS	75	TOTAL QUANTITY	95	92	118	97	402

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